



PR/096863 | Sales Executive

募集職種

人材紹介会社

ジェイエイシーリクルートメント シンガポール

求人ID

1584303

業種

その他（商社）

雇用形態

正社員

勤務地

シンガポール

給与

経験考慮の上、応相談

更新日

2026年04月14日 08:00

応募必要条件

職務経験

3年以上

キャリアレベル

中途経験者レベル

英語レベル

流暢

日本語レベル

無し

最終学歴

短大卒：準学士号

現在のビザ

日本での就労許可は必要ありません

募集要項

Job Title: Sales Executive

Location: Singapore

Key Responsibilities

- Identify, close, and grow new and existing business opportunities within the IoT, smart metering, and smart city domains.
- Build and sustain trusted relationships with enterprise decision-makers, contractors, system integrators, and key stakeholders.
- Conduct product presentations, solution demonstrations, and technical discussions to support client understanding and decision-making.
- Develop tailored solution proposals and quotations for prospective clients.
- Manage the full sales cycle, including lead generation, proposal development, negotiation, and contract closure.
- Coordinate with internal technical teams to ensure successful delivery of customised IoT solutions.
- Participate in exhibitions, industry conferences, and networking events to generate leads and build market presence.
- Achieve assigned sales targets and contribute to overall revenue growth.

Qualifications

- Minimum 3–5 years of B2B sales experience in IoT solutions, smart devices, utilities, or related technology sectors.
- Strong knowledge of LPWAN technologies (e.g., LoRaWAN), IoT platforms, and smart metering systems.
- Proven track record in B2B sales, client management, and building long-term relationships.
- Strong negotiation, communication, and problem-solving abilities.
- Ability to engage and build trust with key client stakeholders and decision-makers.
- Willingness and ability to travel for meetings, project pitches, exhibitions, and industry events.
- Preferred: Bachelor's degree in Business, Engineering, or IT; relevant certifications or technical training in IoT or solution sales.

Ready to Take the Next Step?

Interested applicants, please click **APPLY NOW**.

Do note that we will only be in touch if your application is shortlisted.

Frances Wong En Ci

JAC Recruitment Pte Ltd

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#countrysingapore

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会社説明